

Governor's Supplier Diversity Council

July 13, 2017 Meeting

Minutes from July 13, 2017, Governor's Supplier Diversity Council Meeting **Video Conferenced Meeting in DEDO offices in both Wilmington and Dover**

Attendees:

Present in Wilmington: Ken Anderson, Nick Callazzo III (left the meeting at 2:53pm), Jayshree Moorthy, Givvel Marrero (arrived at 2:04pm), and Michelle Morin.

Present in Dover: Dean Stotler, and Debbie Sacra

Present on the phone (non-voting): Loren Hopkins Taylor, Wendy Brown, Mary Parker, Karen Davis Williams, Stephanie Young, Ramon Ceballos, and Michael Bacu

Absent: Ron Frazier Esq., Ralph Truitt, and Devona Williams PhD. Sakthi A. Vel PhD, Theresa Brown Edwards Esq., and Anas Ben Addi

Public Present in room in Wilmington: none.

Public Present in room in Dover: none

Public Present on the Phone: none identified

While awaiting the arrival of Council members hoping for a possible quorum, Michelle Morin requested of Loren Hopkins Taylor of DuPont that she share an overview of her recent engagement and learnings at a national supplier diversity conference held by NMSDC, titled the "Program Managers' Seminar and Network Leadership Meeting". Loren shared that there were approximately 250 corporate supplier diversity professionals in attendance. Loren provided a presentation at the conference entitled, "Better Living through Chemistry, Exploring the *Elements* of Supplier Diversity". She shared that we may recall, Better Living through Chemistry was a variation of an advertising slogan that DuPont used for many years. During this presentation, Loren utilized the Periodic Table of Elements to:

- discover the key 'elements' that are necessary to ensure a successful supplier diversity program,
- discuss 'periodic trends' and 'similar properties' across companies in different industries, and
- utilize a unique, interactive and creative approach to understand the required 'behaviors' to get there

Loren shared that the NMSDC meeting explored national trends for supplier diversity including: concerns in the political arena regarding support for diverse and small business engagement and sustainability of programming, the interest from small and diverse companies to be informed and inspired by innovation opportunities with larger corporations.

Meeting Opened:

Meeting Called to Order by Ken Anderson, GSDC Chair, at 1:41pm.

Quorum:

A quorum (currently requires 6 of 11 members) was not reached at the meeting, with four members present. At 2:04pm a fifth member arrived. A quorum was not reached.

Prior Meeting Minutes:

Were not reviewed as a quorum was not reached.

July 13 Meeting Notes:

- Chair Ken Anderson greeted everyone and a discussion was held regarding the June meeting with Governor Carney.

Under Old Business,

None.

Under New Business,

- Michelle Morin shared that the Office of Supplier Diversity released a new Certification Application that combined diverse and small business applications into one. The impacts of this release include: streamlining 4 applications into 1 application; expanding the small business certification term from 1 year to 3 years to match the diverse certification term; expanding the Application Affidavit to include self-identification of diversity by applicants in all diverse categories (minority, woman, veteran, service disabled veteran, and/or individual with disability) while allowing OSD to request documentation where eligibility may be called into question; conforming the Certification Policy to align with GSS's policy documentation methodology; and the Effective Date of the new application is August 30, after which only the combined diverse and small business application will be accepted.
- Chair Ken Anderson shared the changes occurring within DEDO, including that there is the new Division of Small Business development and Tourism, at the Department of State. Ken's state role is now within this new Division. Cerrone Cade is still the Director. He shared that the business development groups are transitioning, that the public private partnership (P3) will stand up as soon as possible, and that it may not be until March of 2018. The workload of DEDO and the new Division and the P3 are heavier on the existing team.
- Dean Stotler shared that, in order to help all on Council and Liaisons align with the legislation that OMB is realigning and the Office of Supplier Diversity is realigning as part of OMB, to Government-to-Business (G2B) focus as the new Division is a Business-to-Business (B2B) focus. That OSD is not only certification and that OSD will refer to the new Division any business for B2B development and support. Ken acknowledged this transition and receiving such referrals already.
- Givvel Marrero shared that the Latino community is not represented in the new organization, as there are not any employees who are Hispanic now that Sonia Aguilar retired. A discussion ensued about representation. Ken Anderson and Michelle Morin shared that they are both participating with the Hispanic Commission's Economic Development sub-committee. Further, Michelle Morin shared that OSD represents all diverse members of the certification community. Givvel Marrero shared his concern that non-Hispanics do not have their thumb on the pulse of the Latino community. It was

suggested that Givvel connect with the new Human Resources Cabinet when it is stood up. The Cabinet Secretary was just identified today.

- Chair Ken Anderson requested the Council discuss initiatives for Council to work on. Initiatives from 2014, 2015, and 2016 were shared with all. Dean Stotler suggested Council no longer look at a calendar year for initiatives but rather look at a longer period to make impact with initiatives beyond a calendar constraint. He especially mentioned that some initiative may take more than a six-month period to accomplish, which has been the historical timeframe that Council had to work on initiatives in the recent past, citing the legislation that re-set DEDO and realigning of B2G and B2B. Additionally he shared that OSD is not part of Council, but supports Council. The realignment in OSD is not waiting for initiatives but instead is taking opportunity to leverage Council positions to advance the B2G initiatives, and that Council may do the same for example in the affordable capital for businesses area. This type of initiative would mature over time and may require more than six months for work. Ken Anderson raised that there may be some unique initiatives for one group within the diversity community, pointing an initiative more specifically. This may have more opportunity in the B2B space. Is Council focusing both B2B and B2G? Dean Stotler shared that the B2G space will need to be reviewed within the confines of the law, and the B2B initiatives that may be for a constituency. Perhaps Council should consider creating a list of topics for constituency needs and then determine if all constituencies have those needs. Consideration to permit all businesses to be served is what Council has been focusing on. He also shared that transparency has been a primary theme in Council and in the State providing access to transparent information. Michelle Morin added that in the meeting with Governor Carney he mentioned adding external business group representatives as liaisons to Council conversations. The Construction industry is not well represented in the initiatives and adding liaisons from various industry sectors is a potential new opportunity to consider. Further discussion ensued. Council was asked to consider the following question from the perspective of a business owner, and how are we aiding in access to the answers. What are my opportunities and how do I play in the market? What innovative technologies are available that additional support may be appropriate to support, such as drones and un-manned ariel vehicles. An additional topic reviewed was how to include the outcomes of programming provided through the State, such as the DTCC FastTrac program over the past five years, where are those graduates today, how they are faring, what else could be modeled in this fashion, what could be changed.

Public Question / Comment:

- At 2:54pm Chair Ken Anderson opened the floor for public comment. There were not any members of the public in the meeting rooms. It is unknown if any members of the public were on the phone as none self-identified.

Next Meeting:

The next meeting is August 17, 2017 at 10:30am in Wilmington.

Meeting Adjournment:

Meeting adjourned by Ken Anderson, GSDC Chair, at 2:56pm.